



CANNON BUILDING
861 SILVER LAKE BLVD., SUITE 203
DOVER, DELAWARE 19904-2467

STATE OF DELAWARE
REAL ESTATE COMMISSION

TELEPHONE: (302) 744-4500
FAX: (302) 739-2711
WEBSITE: DPR.DELAWARE.GOV
EMAIL: customerservice.dpr@state.de.us

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| PUBLIC MEETING NOTICE: | REAL ESTATE EDUCATION COMMITTEE |
| MEETING DATE AND TIME: | Thursday, December 5, 2013 at 9:30 a.m. |
| PLACE: | Division of Professional Regulation 861 Silver Lake Boulevard, Cannon Building Second Floor Conference Room A Dover, Delaware |
| MINUTES APPROVED: | 01/02/2014 |

MEMBERS PRESENT

Danielle Benson, New Castle County, Professional Member, Chairperson
Donna Klimowicz, New Castle County, Professional Member, Vice Chairperson
Barbara Brodoway, New Castle County, Public Member
Tom Burns, Kent County, Professional Member
Doug Doyle, Kent County, Professional Member
Casey Price, Sussex County, Professional Member (9:40 a.m. – 10:49 a.m.)
Tim Riale, Sussex County, Professional Member
Michael Rushe, Kent County, Public Member
Elaine Woerner, New Castle County, Professional Member

DIVISION STAFF

Sandra Wagner, Administrative Specialist III
Jessica Williams, Administrative Specialist II

MEMBERS ABSENT

Tammy Reagan, Sussex County, Professional Member

ALSO PRESENT

Karen Alleva, New Castle County Association of Realtors
Michael Harrington, Sr., Delaware Real Estate Commission
Regina Lundeen, Delaware Association of Realtors
Sal Sedita, Delaware School of Real Estate

CALL TO ORDER

Ms. Benson called the meeting to order at 9:35 a.m.

REVIEW OF MINUTES

Mr. Rushe moved, seconded by Mr. Riale, to approve the October 3, 2013 minutes as presented. Motion carried with Ms. Woerner abstaining.

NEW BUSINESS

Discussion Regarding CE Reciprocity with Surrounding Jurisdictions – Commissioner Harrington

Commissioner Harrington addressed the Committee requesting their assistance for creating CE reciprocity with surrounding jurisdictions. Commissioner Harrington advised the Committee that he has met with the Maryland Real Estate Commission, as well as Director Collins, and they are in favor of establishing CE reciprocity.

Ms. Benson informed Commissioner Harrington that she will research the education requirements in Maryland and Pennsylvania, and they will be distributed electronically to the Committee members for their review. The Committee will discuss this agenda item in more detail, after reviewing the requirements in other jurisdictions to see if they will align with Delaware's requirements, during their January meeting.

Ms. Benson advised Commissioner Harrington, that although the Commission requested that a Committee member serve as the ARELLO contact person, the statute does not allow for Committee members to attend ARELLO meetings on behalf of the Commission. Thus, a Commissioner will have to be the ARELLO contact person.

Update from the Commission

Ms. Benson provided the Committee with an update from the Commission's last meeting. Ms. Benson reported that the Commission accepted the recommendations of the Education Committee regarding Phil McGinnis' evaluations and the Commission will be sending correspondence to Mr. McGinnis.

She also reported that the Commission is leaving the use of electronic devices during continuing education courses up to the course providers. The Committee suggested that the Commission send out a notification advising them of the decision.

Ms. Benson advised the Committee that she researched Maryland's continuing education requirements, and there are currently seven different categories of required classes, depending on when the license was issued in Maryland. She also reported that Maryland and Pennsylvania are reciprocal, because their licensure requirements are similar.

Review of Course Provider Applications

Ms. Klimowicz moved, seconded by Mr. Riale, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Course Provider: Association of Realtors School

Course Title: Agency & Fair Housing **Approved**

Credit Hours: 3.0

Module: 1

Course Title: Ethics in Real Estate **Approved**

Credit Hours: 3.0

Module: 2

Course Title: Essential Elements of the Delaware Agreement of Sale **Approved**

Credit Hours: 3.0

Module: 3

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Course Title: The Road to Court – Why Realtors Get Sued **Approved**
Credit Hours: 3.0
Module: 4

Course Title: Delaware Legislative/Legal & Regulatory Update **Approved**
Credit Hours: 3.0
Module: 5

Course Provider: The Commercial Real Estate School of TriState Realtors Commercial Alliance

Course Title: Understanding Agency & Fair Housing **Approved**
Credit Hours: 3.0

Module: 1

Course Title: Understanding Professional Standards **Approved**
Credit Hours: 3.0
Module: 2

Course Title: Office Management in Real Estate **Approved**
Credit Hours: 3.0
Module: 4

Course Provider: McKissock, LP

Course Title: Real Estate Safety: Protect Yourself During a Showing **Approved**
Credit Hours: 3.0
Module: 7

Course Title: Preparing a Listing Agreement: An In-Depth Look **Approved for 3.0 Hours, not 4.0 Hours as Requested**
Credit Hours: 3.0
Module(s): 7

Course Title: Niche Marketing – Narrow Your Focus **Approved**
Credit Hours: 3.0
Module: 7

Course Title: How to Work with Real Estate Investors – Part 1 **Approved**
Credit Hours: 3.0
Module(s): 7

Course Title: Common Mistakes Every Agent Should Avoid **Approved**
Credit Hours: 3.0
Module: 7

Course Title: Mortgages, Loans and Laws – How they Help Your Client **Approved**
Credit Hours: 3.0
Module: 7

Course Title: Commercial Real Estate from the Beginning **Approved for 3.0 Hours, not 6.0 Hours as Requested**
Credit Hours: 3.0
Module: 7

Course Provider: The CE Shop, Inc.

Course Title: Seller Representative Specialist (SRS) **Approved for 3.0 Hours, not 6.0 Hours as Requested**

Credit Hours: 3.0
Module: 7

Course Title: Online Risk Management **Approved**

Credit Hours: 3.0
Module: 7

Course Provider: Delaware School of Real Estate

Course Title: Broker's Licensing Course
Credit Hours: 99

Course Title: Differences Between DE and MD Real Estate Transactions **Approved**

Credit Hours: 3.0
Module: 3

Course Title: Quirks in Real Estate **Approved for Module 6 Only, Not Module 3 as Requested**

Credit Hours: 3.0
Module(s): 6

Course Title: Navigating 2014 and Beyond **Approved**

Credit Hours: 3.0
Module(s): 5 or 7

Course Title: Practical Tips for Listing Agents **Approved**

Credit Hours: 3.0
Module: 6

Course Title: Short Sales & Foreclosures **Approved**

Credit Hours: 3.0
Module: 6

Review of Instructor Applications

Ms. Klimowicz moved, seconded by Mr. Riale, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Acer Colt **Approved**

Continuing Education: Module 7: Commercial Real Estate from the Beginning

Robert Fleck **Approved**

Continuing Education: Mortgages, Loans & Laws, Niche Marketing, Real Estate Safety, Common Mistakes Every Agent, Preparing a Listing Agreement

Peter Kirsh **Approved**

Continuing Education: New Licensee Modules 1- 4; Continuing Education Modules 1 – 3; 5 & 6

Pre-Licensing Course: Orientation; Real Estate Sales; Real Estate Law; Real Estate Mathematics

Thomas Lundstedt **Approved**

Continuing Education – Module 7 – How to Work with Real Estate Investors – Part 1

Patricia Moyer **Approved**

Continuing Education: Module 2, 6 & 7 – Professional Enhancement; Green 100; Green 200; Green 300; Short Sales; Seller Representation; Ethics; ABR; SRES; Sustainable Housing and Building Green

Flora Rubin **Approved**

Continuing Education: Module 4; 6 & 7 – ABR, Agency Topics, Road to Court

Review of Student Requests for Approval of Continuing Education

Ms. Klimowicz moved, seconded by Mr. Riale, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Student Name: Donald Dworkin **Denied – Course Outline & Instructor Resume Not Submitted**

Course Title: Financing Issues and Update
Course Provider: The Professional Development Institute
Credit Hours: 3.0
Requesting Approval for Module: 7

Student Name: Carol Eckenbrecht **Denied – Course Outline & Instructor Resume Not Submitted**

Course Title: Selling HUD Homes – Making it Easy
Course Provider: Stephen Marcus
Credit Hours: 3.0
Requesting Approval for Module: 7

Student Name: Lani Freshwater **Denied – Course Outline & Instructor Resume Not Submitted**

Course Title: Annual Seminar
Course Provider: Delaware Real Estate Commission
Credit Hours: 3.0
Requesting Approval for Module: 7

Student Name: Henry Hanna **Approved for Module 6 Only**

Course Title: 2013 SIOR Fall World Conference
Course Provider: Society of Industrial and Office Realtors
Credit Hours: 6.0

Student Name: Donna Harrington **Denied – Course Outline & Instructor Resume Not Submitted**

Course Title: Annual Seminar
Course Provider: Delaware Real Estate Commission
Credit Hours: 3.0
Requesting Approval for Module: 7

Student Name: Michael Harrington, Jr. **Denied – Course Outline & Instructor Resume Not Submitted**

Course Title: Annual Seminar
Course Provider: Delaware Real Estate Commission
Credit Hours: 3.0
Requesting Approval for Module: 7

Student Name: Jacqueline Kujawski **Denied – Course Outline & Instructor Resume Not Submitted**
Course Title: Annual Seminar
Course Provider: Delaware Real Estate Commission
Credit Hours: 3.0

Requesting Approval for Module: 7

Student Name: Patricia Sebastian **Denied – Course Outline & Instructor Resume Not Submitted**
Course Title: Selling HUD Homes
Course Provider: Stephen Marcus
Credit Hours: 3.0
Requesting Approval for Module: 7

OTHER BUSINESS BEFORE THE COMMITTEE (for discussion only)

Ms. Williams advised the Committee that the January agenda will be posted by December 20, 2013, as she will be out of the office the week of December 23, 2013.

CORRESPONDENCE

There was no correspondence.

PUBLIC COMMENT

There was no public comment.

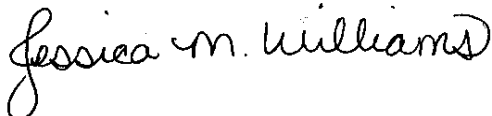
NEXT SCHEDULED MEETING

The next meeting will be held on Thursday, January 2, 2014 at 9:30 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

Adjournment

There being no further business, Mr. Rushe moved, seconded by Ms. Klimowicz, to adjourn the meeting. Motion unanimously carried. The meeting adjourned at 10:49 a.m.

Respectfully submitted,



Jessica M. Williams
Administrative Specialist II